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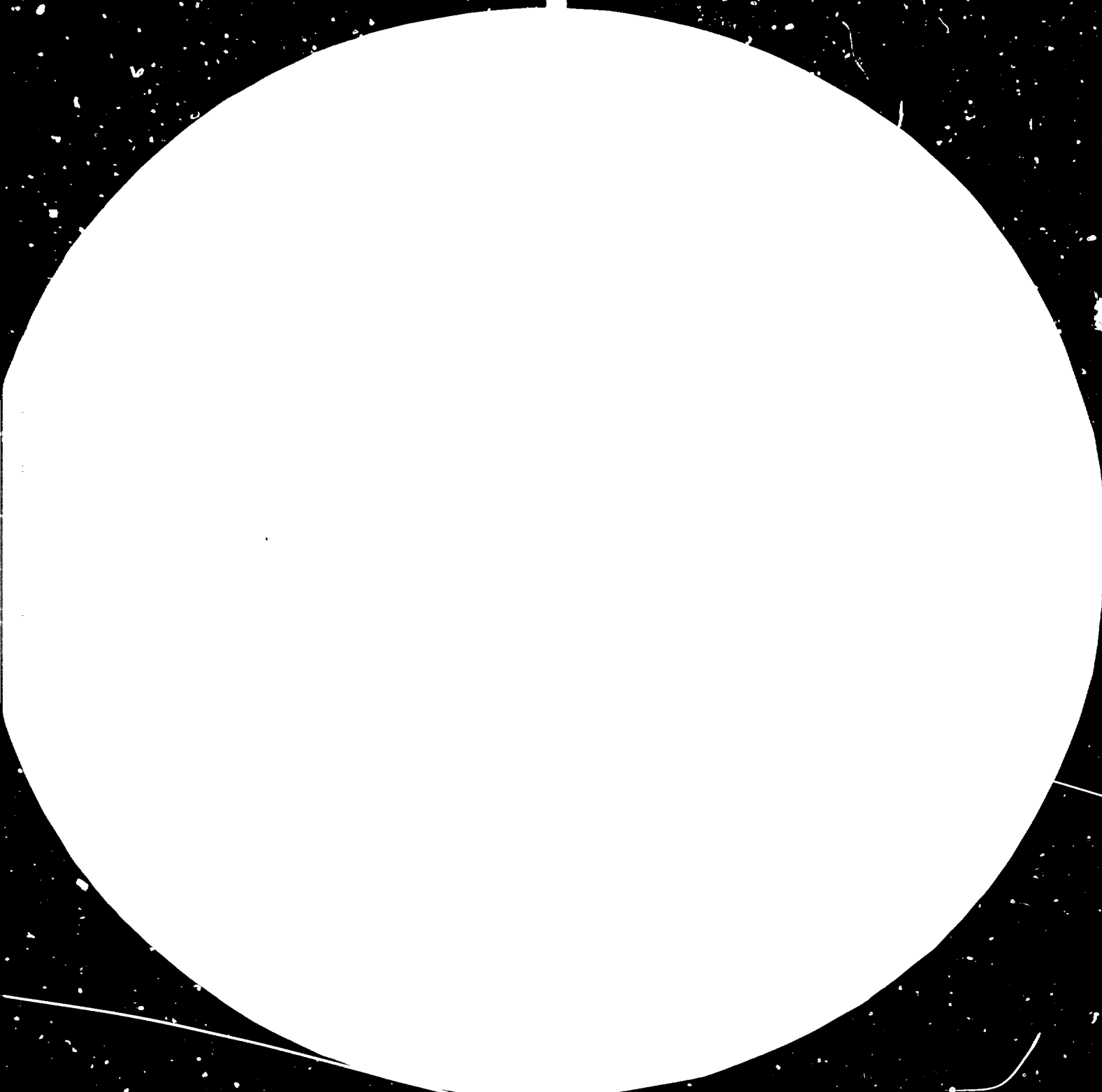
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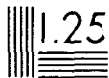
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United Nations Industrial Development Organization

Preparatory Meeting of Directors of
Industrial Development Finance Institutions (IDFI)
on the Creation of a Technological Information
Exchange Network (TIEN)

Bridgetown, Barbados, 26 - 28 January 1982

Background Paper* : TIEN, INTIB

Part A: Issues to be discussed for
the establishment of TIEN

- Past experience of UNIDO

Part B: The Industrial and Technological
Information Bank (INTIB)

Prepared by the secretariat of UNIDO

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INTRODUCTION

The United Nations Industrial Development Organization (UNIDO) in the execution of its programme of strengthening technological capabilities has established a technological information exchange system (TIES) to promote the exchange of information among technology transfer registries in developing countries.

It is also completing the pilot phase of the industrial and technological information bank (INTIB) which has access to computerized data bases on applied science and technology, technology suppliers, patents and other related subjects.

In order to extend the network functions of INTIB and TIES, it appears that a programme of co-operation on technological information exchange among development financing institutions would be particularly beneficial for the development of small and medium-sized industries, including agro-industries. It is conceived to establish and operate a mechanism for the exchange of technological information (TIEN) among development finance institutions - possibly limited to regions or sub-sectors - on specific industrial projects during a test period. In order to define the scope of activities the quantitative and qualitative requirements for such an information network, it might be helpful to review in this preparatory meeting of directors of Industrial Development Finance Institutions (IDFI) those experiences, which UNIDO had accumulated in its earlier efforts in promoting the exchange of information among IDFIs. (Please also refer to background paper ID/WG.362/4, pages 28 and 29 as prepared by Mr. Siddharth MEHTA).

BACKGROUND INFORMATION

Beginning 1972, UNIDO organized jointly with the World Bank, the regional development banks like the African, the Asian and the Inter-American Development Bank, and with national industrial development financing institutions a "Programme for the Exchange of Information on Industrial Projects in Developing Countries among Development Financing Institutions".

As of 31 July 1978 the secretariat of UNIDO compiled 16 Lists of Projects featuring a total of 3,500 projects in developing countries,

which have been distributed by UNIDO to 200 development financing institutions worldwide. All industrial sectors were represented in these lists. The portfolio of information offered a wealth of information and reference sources about industrial projects in developing countries.

The objectives of disseminating knowledge of the industrial project financing activities has been achieved over a five-years period. In 1978 further preparation and dissemination of project lists was discontinued by UNIDO and handed over, in agreement with the regional associations of development bankers, to the World Federation of Industrial Development Financing Institutions (WFIDFI) early in 1980.

It should be noted, however, that technological information, process know-how, engineering and consultancy information for any special technical requirements or data were not part of this information exchange, although this was repeatedly requested in annual bankers' meetings, particularly in the "UNIDO/World Bank Symposium on Development Banking in the 1980s", Zurich, June 1979. Since then the needs for a more up-to-date and effective technological information supply had been stressed. Before outlining points for discussion at this Expert Group Meeting, it ought to be emphasized that a few basic considerations were always of concern to participating member institutions when exchanging information or joining a network system, such as:

- 1) confidentiality of information;
- 2) the risk is always with the borrower not with the DFI directly;
- 3) no involvement in the management of the industrial project on behalf of the bank, only in exceptional and emergency cases;
- 4) easy and direct accesses for DFIs and also on behalf of their clients;
- 5) informal contact and no obligo;
- 6) mutuality for providing and using data;
- 7) effectiveness combined with reliability of information supplied.

The management of the information scheme was guided by an Advisory Committee of Development Bankers, and the finance was administered by a

Management Committee of contributors.

The above points lead to a number of questions which have to be discussed at this preparatory meeting. For your information please find annexed:

Annex 1 Questionnaire as been used for the information scheme on industrial financing for projects;

Annex 2 List of participants in the scheme;

FINANCING OF THE SCHEME

It seems important to note that only the execution of this technical assistance project for developing countries was with the UNIDO secretariat. The initial stage of the programme was financed by a voluntary contribution of the Government of the Federal Republic of Germany totalling US\$ 50,000, which covered the expenses for initial two years. Thereafter, a special fund called "Project Information Fund" (PIF) was established with the Société Tunisienne de Banque, and a schedule of annual subscription was designed, the minimum fee being US\$ 500. UNIDO agreed to continue administering the programme and to accept money from PIF for that purpose. Finally, in its organizational and financial structure, the Scheme for the Exchange of Information was a truly co-operative venture among DEIs. However, participants repeatedly proposed to expand the programme to include the exchange of technological information and on a wider range of aspects of development financing. A request which could not be met by existing UNIDO financial and personnel resources. A sample of fund raising activity is attached for your consideration as Annex 3.

COMPUTERIZING INFORMATION

It can be anticipated that the development bankers present in Barbados will not take a particular interest in how to computerize the information system, how much money it will cost, and how the Secretariat solves its budgetary problems. On the other hand, we will have to decide

how our concept will work, whether the Secretariat could meet all requirements, and also allow for a certain test period. The information network should preferably use the most flexible and appropriate computer system and provide a maximum of information "on time" to a much greater number of participants than it has been the case in the early 1970s. In other words one should try to define at this preparatory meeting, also in quantitative terms, what can be expected if TIEN is operating. The advantages of immediate data retrieval and world-wide information supply at favourable comparative cost to the individual financing institutions ought to be demonstrated.

Assuming that the information network is discussed in detail and expecting that a general agreement could be reached by the mid of 1982, one might allow for one, maximum two, years of pilot work. However, it is very essential to discuss also in the forthcoming meeting the future options, adjustment measures, and long-range perspectives of TIEN in the mid of the 1980s. An attempt should be made to imagine the communication systems which bankers will have at their disposal now and in the future. UNIDO might wish to raise the issue "What is, in the opinion of participating industrial development bankers, the competitive position of an international organization like UNIDO in providing such an information service as compared to presently available other information services and computer systems being developed among financing institutions for the following years?"

FINAL CONSIDERATION

Although it is expected that UNIDO could serve a useful role in providing assistance for the launching of the TIEN programme, it seems that one still has to ask the potential participating financing institutions on their opinion of interinstitutional information exchanges. It will depend on the attitude of the participating institutions themselves towards whether they wish to share technological experience and which mechanisms they prefer to use for achieving their objectives.

Questionnaires action had been overused in the UN system. Perhaps one could involve regional development bankers associations or the

World Federation to do it on behalf of UNIDO in asking questions like:

- 1) would your bank find the proposed scheme useful?
- 2) what benefits would your institution derive from it?
- 3) could your personnel solve problems through the use of the TIEN?
- 4) please define the value of the proposed scheme for your institution?
- 5) to what extent would your institution be prepared to contribute an annual subscription fee ranging from US\$ to US\$ for each of the next three fiscal years after the initial stage has been proven to be successful, i.e. in 1984, 1985, 1986.

PART B: The Industrial and Technological Information Bank (INTIB)

INTIB AND THE SELECTION OF TECHNOLOGY

The concept of the Industrial and Technological Information Bank (INTIB) originates in the Lima Declaration and Plan of Action which recommended that measures be taken to make available a greater flow of information to developing countries and, in particular, information to facilitate proper selection of technologies. Appropriate technology covers the range from simple tools and equipment to advanced technologies. One of the main objectives of INTIB is to describe a range of technologies, with their advantages and disadvantages, to assist decision-makers in their proper choice according to national conditions or policies.

INTIB was initiated as a pilot operation in 1977, and, since 1980 has been an ongoing activity of UNIDO covering some 20 industrial sectors. Background information on the creation of INTIB is given in the INTIB Brochure.^{1/} It is currently a component of the work programme of the Technology Programme of UNIDO.

Despite its name, INTIB is not a computerized data base containing bibliographic references accessible through telecommunication networks. It has a service-oriented approach to meet its objective of providing, in a package form, information and/or advice on technology selection prior to decision-making. It is complemented by information provided on problems of existing production facilities through the "Mail-Order Technical Assistance" of the Industrial Inquiry Service which has been in operation for over ten years.

^{1/} PI/68

It does use computer facilities to manage its own information, such as the Industrial Development Abstracts data base for the indexing of UNIDO documents etc...

There is a natural link between INTIB and industrial development finance institutions (IDFI) such as development banks. Although INTIB does not provide financial assistance to industrial projects as do IDFI's, it is involved in the identification and analysis of various technologies, a role that is or should be played by IDFI's in the process of assessing the viability of projects.

INTIB provides services by means of:

- (a) A Question and Answer service;
- (b) preparation of technological information profiles on selected industries;
- (c) linkage with both information suppliers' and users' groups.

The Question and Answer service is already used by a number of IDFI's worldwide, in most cases to gather information on technologies and production machinery suppliers.

The provision of answers to these ad-hoc inquiries involves collection of information from various sources. The most important are:

- (i) UNIDO documents

Most UNIDO documents are a source of industrial information covering technology, but also the experience of developing countries, worldwide studies, national policies and much other information related to the overall problem of industrial development.

- (ii) UNIDO library collection

Documentation complementary to UNIDO documents is selected from the UNIDO/IAEA Joint Library collection which includes a wide variety of books, reports, studies and periodicals.

(iii) UNIDO substantive officers are responsible for projects in developing countries, and from this experience associated with other professional contacts, are providing advice on projects.

(iv) INTIB staff, themselves engineers with industrial experience, are constantly surveying literature and establishing contacts to be fully aware of latest developments and experiences.

(v) To assist INTIB, a network of correspondents, including institutions as well as experts has been established and constantly developed. Through this network attempts are made to collect information from all parts of the world on a broad number of technologies.

(vi) Special programmes were developed with other UN and international organizations such as a programme on patent information in co-operation with the World Intellectual Property Organization (WIPO) and the Austrian Patent Office.

(vii) INTIB has also access to worldwide computerized data bases. They are being used to complement the information provided by a bibliography of available documents.

Depending upon the query, information and/or documentation can be collected from one or all the above sources of information and others.

One of the major problems of the "Question-Answer" service is that specific problems are not always clearly stated. Therefore it may be difficult for INTIB staff to understand specific needs for information and subsequently provide the appropriate answers.

When the required information has been obtained, the next step is to analyse and summarize this information to provide it in package form to the inquirer.

For priority sectors selected by representatives from developing countries themselves during a number of meetings, several industrial and technological profiles have been published while others are under preparation. The objective is to guide decision-makers in their appropriate choice of technology.

These industrial and technological profiles comparing a number of technologies are supplemented by individual industry profiles such as those presented in the document "How to start Manufacturing Industries - Technological and Investment Perspectives".

Access to INTIB can be obtained by making a request in writing or by telex to INTIB, UNIDO. Inquirers are requested to provide the following information:

- A clear statement of the industrial/technological problem, with indication of scale of production, raw materials used etc.;
- list the information/documentation already available (in order to avoid duplication);
- a list of other organizations already contacted. As mentioned earlier, INTIB regularly relies on other organizations and experts for the provision of information and/or advice, and wishes to avoid referring a question twice to the same organization.

INTIB, in its continuous development, adapts its activities to the needs of the users. A good knowledge of specific needs of IDFI's will guide its future action in regard to their requests.

The linkage activity is most important, taking into consideration needs of developing countries and the limited resources of INTIB. The scope of INTIB is very broad; it serves a wide clientele. Therefore, INTIB is being developed into a network of both users and suppliers of industrial technological information. It encourages the development of specialized networks among groups of users on a functional or sectoral basis. One example is the publication of a Directory of Industrial Information Services and Systems in Developing Countries 1981 (UNIDO/IS.225) to promote the full use of existing industrial and technological information facilities in the developing countries.

A TECHNOLOGICAL INFORMATION EXCHANGE NETWORK (TIEN) AMONG IDFI's

Technological choices and information sources for development banks was one of the topics discussed at the symposium "Development Banking in the 1980s", organized by the Investment Co-operative Programme

Branch of UNIDO jointly with the World Bank, in Zurich in June 1979. The meeting clearly stated the important role to be played by IDFI's in the appropriate choice of technology, and at the same time called attention to the problem faced by the IDFI's in the compilation of information on available technologies and the analysing of the information to ensure that the selected technology is the most appropriate one considering the socio-economic environment and the needs of the society. Also the inadequate flow of information on international experiences in regard to the use of specific technologies was mentioned as another major problem.

The objective of this meeting is to identify how a Technologies! Information Exchange Network (TIEN) for IDFI's could assist in the assessment of the technological component of development projects submitted for financing.

The role to be played by IDFI's restated at the Zurich symposium was that:

(a) Their role should not be merely the provision of finances but also to influence and promote national technological capacities and thus build a base for indigenous technological development.

(b) IDFI's should themselves build, or have access to, a bank of critical technological information not only to reduce their own risks, but also to help them play their proper role in promoting the process of development.

For this purpose, it becomes necessary that the IDFI's develop within their institutions a unit, section or department of economists and engineers able to assess the projects being presented, carefully analysed in the light of all technological alternatives from simple ones to the most sophisticated.

An exchange of information among IDFI's themselves could really improve the flow of information and experiences to support such needs. The TIEN would provide a means by which the analyses mentioned above could be shared among IDFI's. It would also obviate the need for each IDFI to create a large technical unit for the assessment of technological choice and information collection.

Some considerations in this connection are that TIEN could start as a group of IDFIs in the network, who would build up jointly a data base of information to be freely exchanged on a reciprocal basis among the members. This data base would involve the storing of selected information on approved projects in a centralized manner. The information should be computerized by industry, products, subjects or any other criteria of interest, for easy reference by the member IDFIs to search and identify relevant projects financed by other IDFIs.

INTIB will function as an umbrella framework for the TIEN and will, as needs arise, assist IDFIs to supplement their information resources.

FINAL CONSIDERATIONS

INTIB because of its broad scope encourages the development of Technological Information Exchange Networks among specific groups of potential users such as IDFIs. The development of TIEN is foreseen to increase the flow of information among IDFIs. Information contained in a computerized data base opens paths to personal contacts for complementary information beyond that entered in the data base dealing with technology assessment

INTIB as an umbrella to TIEN will take measures to adapt its activities to the specific needs of IDFIs as a complement to TIEN.

SCHEME FOR THE EXCHANGE OF INFORMATION ON INDUSTRIAL PROJECTS IN
DEVELOPING COUNTRIES AMONG INDUSTRIAL DEVELOPMENT FINANCING INSTITUTIONS

Date information sent:

Project Code:

(Will be filled in by UNIDO)

Please complete in type or
print in block capitals

INDUSTRIAL PROJECT INFORMATION SHEET

I. IDENTIFICATION OF PROJECT

1. KIND OR TYPE OF PROJECT:
2. ISIC CODE GROUP NO(S). OF PRINCIPAL PRODUCT(S):
3. COUNTRY:
4. NAME OF INSTITUTION PROVIDING THE INFORMATION:
5. STATUS OF PROJECT:

New project	<input type="checkbox"/>	Extension	<input type="checkbox"/>	
Under construction	<input type="checkbox"/>	In operation	<input type="checkbox"/>	since.....

II. BRIEF DESCRIPTION OF PROJECT

6. PHYSICAL CAPACITIES OF PRINCIPAL PRODUCTS:
7. TOTAL COST OF PROJECT: (in US \$ equiv.)

(a)	Land and buildings	
(b)	Equipment	
(c)	(Other costs - please state kind of cost)	
TOTAL (a) (b) (c)		
8. MANPOWER:
 - a) In case of new project: number of presently employed:.....
Manpower potential at full capacity operation:.....
 - b) In case of extension: number of employees before extension:.....
Manpower potential after extension at full capacity operation:.....
9. MARKET:

Domestic	<input type="checkbox"/>	%	Export	<input type="checkbox"/>	%
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10. EXTERNAL INPUT, IF ANY, (TECHNICAL, MANAGERIAL, FINANCIAL OR OTHER):
11. RAW MATERIAL INPUT:
(in quantities)

INDUSTRIAL PROJECT INFORMATION SHEET

This Information Sheet should be carefully completed so as to provide unambiguous and meaningful answers.

The information should refer:

- In the case of new projects, to figures of the total new investment;
- In the case of extensions, to the value of additional investment, as compared to the existing project.

Please observe the following guidelines:

1. Kind of project is the type of the major product(s) manufactured, or the type of service provided by the project. The name of the company need not be stated, e.g. not ABC Company.
2. ISIC Code means International Standard Industrial Classification developed by the Statistical Service of the United Nations. Use attached list of branches and codes. Please indicate appropriate ISIC Code Group(s) only.

In cases where several products are manufactured, ISIC Code number(s) should refer to the main one(s).

3. Country is the country in which the project is located.
6. Production capacity of principal products should be expressed in physical units of maximum annual output according to each product (e.g. number, tons (metric), meters), or value of sales, or turnover in the cases of service or financial projects.
7. Total cost of project, which should be expressed in US \$ equivalent, means the total value of all the fixed assets of the project.

Where there is new or additional investment please give the cost of the new investment followed by the cost of the old investment in brackets.

8. Manpower means the total number of people employed by the project.
9. Market - please indicate the approximate share of total sales for principal goods produced for the domestic and export markets.
10. External input - please indicate names and locations of main suppliers of equipment, know-how, technical assistance, joint venture agreements concluded, etc.
11. Raw material input - please indicate the principal raw materials used by the project, the quantity per annum, and the country(ies) of origin.



United Nations Industrial Development Organization (UNIDO)
Organisation des Nations Unies pour le développement industriel (ONUDI)
Organización de las Naciones Unidas para el Desarrollo Industrial (ONUDI)

**PROGRAMME FOR THE EXCHANGE OF INFORMATION ON INDUSTRIAL PROJECTS IN DEVELOPING COUNTRIES
AMONG DEVELOPMENT FINANCING INSTITUTIONS**

LIST OF PARTICIPANTS

As at 31 October 1976

**PROGRAMME POUR L'ECHANGE D'INFORMATIONS ENTRE INSTITUTIONS FINANCIERES SUR LES PROJETS INDUSTRIELS
DANS LES PAYS EN VOIE DE DEVELOPPEMENT**

LISTE DES PARTICIPANTS

Arrêtée au 31 octobre 1976

**PROGRAMA PARA EL INTERCAMBIO DE INFORMACION ENTRE INSTITUCIONES DE FINANCIACION DEL DESARROLLO
SOBRE PROYECTOS INDUSTRIALES EN PAISES EN DESARROLLO**

LISTA DE PARTICIPANTES

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BDC/CHD	Banque de Développement du Tchad	B.P. 19 N'djamena
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<u>GREECE (E)</u>				
IDB/GRE	Hellenic Industrial Development Bank, SA	18, El Venizelos Ave. Athens 135	Mr. John Xydias	Assistant Manager
IMI/GRE	The Greek Industrial and Mining Investment Co.	c/o National Bank of Greece 86 Eolou St. Cotzia Square Athens 121		Manager, Industrial Investment Department
<u>HONDURAS (S)</u>				
BCI/HON	Banco Centroamericano de Integración Económica	Apartado Postal 772 Tegucigalpa, Honduras Centro América	Sra. Yolanda de Suazo Tomé	Jefe, Area de Estudios y Promoción Industrial
BNF/HON	Banco Nacional de Fomento	41. y 5a. Ave. 13a y 1.a CL Apartado 212 Tegucigalpa, Honduras Centro América	Sr. J.L. Ramirez	Jefe de la División de Desarrollo Industrial
<u>HUNGARY (E)</u>				
SDB/HUN	State Development Bank	Deák Ferenc ut. 5 Budapest		Manager, Industrial Investments Department
FTB/HUN	Hungarian Foreign Trade Bank	Postafiók 585 Budapest 5		Manager, Department of Trade Promotion

UNIDO-Code	Financing Institution	Address	Liaison Officer	Title or Function
<u>INDIA (E)</u>				
ICI/IND	The Industrial Credit and Investment Corporation of India Limited	163, Backbay Reclamation Bombay 400 020	Mr. M. D'mello	Chief: Resources, Statistics and Computerization
IDB/IND	Industrial Development Bank of India	Jolly Maker Chambers No.1 227, Backbay Reclamation Scheme, P.O. Box 10020 Bombay 400 021	Mr. R.H. Patil	Deputy General Manager Management Services Div.
IFC/IND	Industrial Finance Corporation of India	Bank of Baroda Building 16, Parliament Street P.O. Box 363 New Delhi - 110001	Mr. J.C. Rao	Economic Adviser
<u>INDONESIA (E)</u>				
DFC/INS	Private Development Finance Company of Indonesia	Jalan Abdul Muis 60 Jakarta		Manager, Industrial Investments
DBI/INS	Development Bank of Indonesia (Bank Pembangunan Indonesia)	P.O. Box 140 Jakarta	Mr. Daulat Siahaan	Deputy General Manager
IDF/INS	Indonesian Development Finance Company	Jalan Abdul Muis 12 P.O. Box 24/Jkt. Jakarta	Mr. G.L.S. Kapitan	
BPU/INS	P.T. Bahana Pembinaan Usaha Indonesia	Jalan Teuku Cik Ditiro 23 Tromol Pos 3228/JKT Jakarta	Mr. Siswanto Sutojo	

UNIDO-Code	Financing Institution	Address	Liaison Officer	Title or Function
<u>IRAN (E)</u>				
ICB/IRA	Industrial Credit Bank of Iran	Ateshkadeh Avenue Teheran	Mr. P. Shargh	Assistant Managing Director
IMD/IRA	Industrial and Mining Development Bank of Iran	P.O. Box 1801 Teheran	Mr. A. Aghdaey	Technical Assistant Technical and Economic Research
<u>ISRAEL (E)</u>				
IAD/ISR	The Israel American Industrial Development Bank Ltd.	50 Rothschild Blvd. P.O. Box 2319 Tel-Aviv	Mr. Noga Lishem	Chief Economist
<u>IVORY COAST (F)</u>				
BAD/IVC	Banque africaine de développement	B.P. 1387 Abidjan	M. A.F. Kodock	Directeur-Adjoint
BDI/IVC	Banque ivoirienne de développement industriel	B.P. 4470 Abidjan	M. A. Bamba	Directeur Général Adjoint
BDA/IVC	Banque Nationale pour le Développement Agricole	B.P. 2508 Abidjan	M. A. Daubrey	Directeur Général
AADFI/IVC	Association of African Development Finance Instit.	c/o African Development Bank P.O. Box 1387 Abidjan	M. A. Daubrey	Chairman
<u>JAMAICA (E)</u>				
JDB/JAM	Jamaica Development Bank	15 Oxford Rd. P.O. Box 616 Kingston	Mr. N.A. Richards	Director, Economic, Planning and Research
IDC/JAM	Jamaica Industrial Development Corporation	P.O. Box 505 Kingston	Mr. R.L. Wells	Planning and Research Department

<u>UNIDO-Code</u>	<u>Financing Institution</u>	<u>Address</u>
<u>JAPAN (E)</u> JDB/JPN	The Japan Development Bank	9-1, Otemachi 1-chome, Chiyoda-ku, Tokyo
PICA/JPN	Private Investment Company for Asia (PICA), SA	C.P.O. Box 1313 Tokyo 100-91
<u>JORDAN (E)</u> IDB/JOR	Industrial Development Bank	P.O. Box 1982 Amman
<u>KENYA (E)</u> DFC/KEN	Development Finance Corporation of Kenya Ltd.	Gateway House Government Road P.O. Box 30483 Nairobi
ICD/KEN	Industrial and Commercial Development Corporation	P.O. Box 45519 Nairobi
<u>KHMER REPUBLIC (F)</u> BCD/KMR	Banque Cambodgienne pour le Développement	B.P. 133 Phnom-Penh
<u>KOREA, REPUBLIC OF (E)</u> MIB/KOR	The Medium Industry Bank	36-1, 2-KA Ulohi-Ro Choong-Ku Seoul

Liaison Officer

Title or Function

Mr. Seiichi Kogure

Deputy Director,
International Department

Mr. B. Gardner

Manager, Investments

Mr. Tayseer Wahbeh

Head of Technical Division

Mr. C.G. Njiru

Acting Projects Officer

Mr. E. Ndirangu

Project Manager

Le Directeur Général

Mr. Cho Kwan Haeng

Manager

UNIDO-Code	Financing Institution	Address	Liaison Officer	Title or Function
<u>KUWAIT (E)</u>				
AFD/KUW	Arab Fund for Economic and Social Development	P.O. Box 21923, Safat Kuwait	Mr. Raymond Kettaneh	Leader, Investment Services and Promotion Unit
FAD/KUW	Kuwait Fund for Arab Economic Development	P.O. Box 2921 Kuwait	Mr. Fawzi H. Sultan	Director of Research
IBK/KUW	The Industrial Bank of Kuwait S.A.K.	P.O. Box 3146 Safat, Kuwait	Mr. Khalil Nougain	Investment Department Manager
<u>LAOS (F)</u>				
BDL/LAO	Banque Nationale du Laos	6-8-10 rue Setthathirath B.P. 197 Vientiane	M. P. Kéovongvichit and M. L. Sombounkhan	Direction de Crédit
<u>LUXEMBOURG (F)</u>				
BEI/LUX	Banque Européenne d'Investissement	2, Place Metz B.P. 2005 Luxembourg	M. H. Leroux	Directeur-adjoint des Etudes
<u>MADAGASCAR (F)</u>				
FND/MAG	Banque Nationale Malgasy de Développement et S.N.I. Fusionnées	B.P. 365 Tananarive	M. Salomon Andianavalona	Président
<u>MALAWI (E)</u>				
IDB/MLW	Investment and Development Bank of Malawi	P.O. Box 358 Lilongwe	Mr. G. Raynor	General Manager
MDC/MLW	Malawi Development Corporation	P.O. Box 566 Lilongwe	Mr. Bernard B. Phiri	Acting Project Manager

UNIDO-Code	Financing Institution	Address
<u>MALAYSIA (E)</u>		
MID/MAL	Malaysian Industrial Development Finance Berhad	117 Jalan Ampang P.O. Box 2110 Kuala Lumpur
<u>MALI (F)</u>		
BDM/MLI	Banque de Développement du Mali	B.P. 94 Bamako
<u>MALTA (E)</u>		
MDC/MAT	Malta Development Corporation	Development House Floriana P.O. Box 571 Valletta
<u>MAURITANIA (F)</u>		
BDC/MAU	Banque mauritanienne pour le développement et le commerce	B.P. 219 Nouakchott
<u>MAURITIUS (E)</u>		
DEM/MAR	The Development Bank of Mauritius	P.O. Box 157 Port Louis
<u>MEXICO (S)</u>		
NAF/MEX	Nacional Financiera SA	Isabel la Católica 51 Apartado Postal 353 Mexico 1, D.F.
<u>MOROCCO (F)</u>		
BNF/MOR	Banque Nationale pour le développement économique	Places des Alaouites B.P. 407 Rabat

Liaison Officer

Title or Function

Mr. Noel John Subramaniam Chief, Economic Research
Division

Directeur Général

Mr. L.M. Pace

Secretary

M. Tarek Charbi

Directeur Général

Managing Director

Gerente General

Directeur, Investissements
Industriels

UNIDO-Code	Financing Institution	Address
<u>NEPAL (E)</u>		
IDC/NEP	Nepal Industrial Development Corporation	N.I.D.C. Building Kathmandu
<u>NEW ZEALAND (E)</u>		
DFC/NZE	Development Finance Corporation of New Zealand	P.O. Box 3090 Wellington
<u>NICARAGUA (S)</u>		
CNI/NIC	Corporación Nicaraguense de Inversiones	Apartado 3508 Managua, D.N.
IFN/NIC	Instituto de Fomento Nacional	Apartado Postal 629 Managua, D.N.
<u>NIGER (F)</u>		
BDN/NER	Banque de Développement de la République du Niger	B.P. 227 Niamey
<u>NIGERIA (E)</u>		
IDB/NIR	Nigerian Industrial Development Bank Ltd.	Madilas House P.O. Box 2357 Lagos
NND/NIR	New Nigeria Development Company Limited	P.M.B. 2120 Kaduna
<u>NORWAY (E)</u>		
NORAD/NOR	Norwegian Agency for International Development	Dronning Mauds Gt. Oslo-Dep.

Liaison Officer

Title or Function

Mr. P.O. Shrestha

Deputy General Manager

Mr. M. Kibblewhite

Secretary

Sr. A. Alaniz D.

Vice Gerente de
Inversiones

Sr. Carlos Maturana

Depto. de Relaciones
Públicas

Directeur, Investissements
Industriels

Mr. G.E. Okurume

Chief Economist,
Head of Economics and
Statistical Dept.

The General Manager

Mr. R.K. Andresen

Director General

<u>UNIDO-Code</u>	<u>Financing Institution</u>	<u>Address</u>
<u>PAKISTAN (E)</u>		
ICI/PAK	Pakistan Industrial Credit and Investment Corporation Ltd.	State Life Bldg. No. 1 I.I. Chundrigar Rd. P.O. Box 5080 Karachi - 2
IDB/PAK	Industrial Development Bank of Pakistan	P.O. Box 5082 Karachi
<u>PANAMA (S)</u>		
IFE/PAN	Instituto de Fomento Económico	Apartado 5282 Panama - 5
<u>PAPUA NEW GUINEA (E)</u>		
ICP/PNG	Investment Corporation of Papua and New Guinea	A.N.G. House P.O. Box 155 Port Moresby
PDB/PNG	Papua and New Guinea Development Bank	P.O. Box 500 Port Moresby
<u>PARAGUAY (S)</u>		
CPD/PAR	Compania Paraguaya de Desarrollo SA	Edificio Viscaya Hacdo e Independencia Nacional 2° y 3er Pisos Casilla de Correo 1531 Asunción

Liaison Officer

Title or Function

Mr. Mutiur Rahman

Chief of Operations

Mr. M. Siddiqui

Deputy Director,
Planning, Evaluation
and Research Department

Mr. F. Amado R.

Gerente, Departamento
de Economia y Finanzas

Mr. L.G.C. Moyle

Managing Director

The General Manager

<u>UNIDO-Code</u>	<u>Financing Institution</u>	<u>Address</u>
<u>PERU (S)</u>		
ADE/PER	ADELA Investment Co. SA	Casilla 207 Lima
ALIDE/PER	Asociación Latinoamericana de Instituciones Financieras de Desarrollo (ALIDE)	Apartado 1230 Lima
<u>PHILIPPINES (E)</u>		
ADB/PHI	Asian Development Bank	P.O. Box 789 Manila, Philippines
DBP/PHI	Development Bank of the Philippines	P.O. Box 800 Makati, Rizal
PDC/PHI	Private Development Corporation of the Philippines	PDCP Building Ayala Avenue Makati, Rizal
<u>PORTUGAL (E)</u>		
BFN/POR	Banco de Fomento Nacional	Rua Mouzinho da Silveira 26 Lisboa - 2
<u>ROMANIA (F)</u>		
BIR/ROM	Banque d'Investissement de Roumanie	4, Doamnei Bucharest
<u>SENEGAL (F)</u>		
BNP/SEN	Banque Nationale de Développement du Sénégal	B.P. 319 Dakar

Liaison Officer

Title or Function

Mr. Hilmar Von Campe

Assistant to the
President

Sr. Carlos Garatea Yori

Sub-Secretario de
Programas

2800 Mr. H. Huehne

Project Manager
Development Bank Division

Mr. A. P. Sevilla

Executive Officer

General Manager

Mr. João Cruzeiro

Director of Economic
Studies Department

M. M. Diamandopol

Président

M. Famara Ibrahima Sagna

Directeur Général

UNIDO-Code	Financial Institution	Address
<u>SOMALIA (L)</u>		
SDB/SOM	Somali Development Bank	P.O. Box 1079 Mogadiscio
<u>SPAIN (S)</u>		
ICO/SPA	Instituto de Crédito Oficial	P ^o del Prado 4 Madrid 14
<u>SRI LANKA (E)</u>		
DFC/SRL	Development Finance Corporation of Sri Lanka	9 Horton Place P.O. Box 1397 Colombo
<u>TANZANIA (E)</u>		
DFC/URT	Tanganyika Development Finance Corporation Ltd.	P.O. Box 2478 Dar-es-Salaam
TIB/URT	Tanzania Investment Bank	P.O. Box 9373 Dar-es-Salaam
RDB/URT	Tanzania Rural Development Bank	P.O. Box 268 Dar-es-Salaam
<u>THAILAND (E)</u>		
IFC/THA	The Industrial Finance Corporation of Thailand	101 Naret Road Bangkok 5
<u>TOGO (P)</u>		
BTD/TOG	Banque Togolaise de Développement	B.P. 65 Lomé
<u>TRINIDAD AND TOBAGO (E)</u>		
DFC/TRI	Trinidad and Tobago Development Finance Company Ltd.	P.O. Box 187 Port of Spain Trinidad W.I.

Liaison Officer	Title or Function
Mr. Z.K.S. Bukenya	General Manager
Sr. A. Cerrolaza	Presidente
Mr. M.R. Wikramanayake	Chief, Project Evaluation Department
	Head of Promotion
	The General Manager
Mr. Zakaya D. Maginga	General Manager
Mr. Waree Bhongavej	Director and General Manager
M. B. Mankoubi	Directeur Général
Miss Shirley Thomas	Manager, Research and Investment Analysis Div.

UNIDO-Code	Financing Institution	Address	Liaison Officer	Title or Function
<u>TUNISIA (F)</u>				
BDE/TUN	Banque de Développement Economique de Tunisie (Formerly: Société Nationale d'Investissement)	68 Avenue Habib Bourguiba Tunis	M. A. Beuzouita	Chargé du Département Promotion
STB/TUN	Société Tunisienne de Banque	1, Avenue Habib Thameur Tunis	M. Ayed Bouabene	Chef de Service Principal
<u>TURKEY (E)</u>				
ICB/TUR	The Industrial Investment and Credit Bank	Istiklal Caddesi 108 Beyoglu Istanbul	Mr. A. Dogan Yalim	Manager, Department of External Sources and Foreign Exchange Loans
IDB/TUR	Industrial Development Bank of Turkey	P.O. Box 59 Findikli, Istanbul	Mr. Tolgay Cavusoglu	Manager, Research Department
<u>UGANDA (E)</u>				
EAB/UGA	East African Development Bank	4, Shirmoni Rd. P.O. Box 7128 Kampala	Mr. M.A. Oksal	Director of Research and Project Promotion
UDC/UGA	Uganda Development Corporation Ltd.	P.O. Box 442 and 7042 Kampala	Mr. J. Masajjage	Executive - Public Relations and Library Services Section
UDB/UGA	Uganda Development Bank	P.O. Box 7210 Kampala	Mr. J.R.O. Elangot	General Manager
<u>UNITED KINGDOM (E)</u>				
JDB/UK	Japan Development Bank	Clements House 10-11 Wood Street London EC2V 7JB	Mr. H. Izawa	Chief Representative

UNIDO-Code	Financing Institution	Address	Liaison Officer	Title or Function
<u>UNITED ARAB EMIRATES (E)</u>				
FED/UAE	Abu Dhabi Fund for Arab Economic Development	Abu Dhabi		
EDB/UAE	United Arab Emirates Development Bank	P.O. Box 2449 Abu Dhabi		
<u>UNITED STATES OF AMERICA (E)</u>				
IBRD/USA	International Bank for Reconstruction and Development (World Bank)	1818 H Street, N.W. Washington, D.C. 20433	Mr. George Kalmanoff and Mr. David Gordon	Industrial Projects Dept. Director, Development Finance Companies Dept.
IFC/USA	International Finance Corporation	1818 H Street, N.W. Washington D.C. 20433	Mr. M.F. Hartigan	Office of the Economic Adviser
<u>UPPER VOLTA (F)</u>				
END/UPV	Banque Nationale de Développement	B.P. 148 Ouagadougou	Mme. O. Nanga	Service des Opérations Financières
<u>URUGUAY (S)</u>				
BRO/URU	Banco de la Republica Oriental del Uruguay	Cerrito 351 Casilla 1199 Montevideo		The General Manager
<u>VENEZUELA (S)</u>				
CAF/VEN	Corporación Andina de Fomento	Apto. de Correos 5086 Caracas	Sr. Adolfo Linares	Presidente Ejecutivo
<u>VIET NAM, SOCIALIST REPUBLIC OF (F)</u>				
IDB/RVN	Industrial Development Bank	H.E. Mr. Dinh Ba Thi Ambassador Extraordinary and Plenipotentiary Office of the Permanent Observer of the Socialist Republic of Viet Nam to the United Nations 20 Waterside Plaza, Apt. 29-e New York 10010		

UNIDO-Code

Financing Institution

ZAIRE (F)

SFD/ZAI

Société Financière de
Développement (SOFIDE)

ZAMBIA (E)

SFD/ZAM

State Finance and Development
Corporation Ltd.

DBZ/ZAM

Development Bank of Zambia

Address	Liaison Officer	Title or Function
B.P. 1148 Kinshasa 1	M. Kazadi Mambu	P.D.G. SOFIDE
P.O. Box 1930 Lusaka	Mr. G.M. Munkonge	Managing Director
P.O. Box 3955 Lusaka	Mr. O.H. Mutale	Senior Economist, Promotion and Planning Department

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FUND RAISING

SUBSCRIPTION

<u>Category A</u>	Institutions in the least developed countries as defined by the United Nations and other small institutions with total assets of not more than US\$ 5,000,000.00.	US\$ 500 per annum
<u>Category B</u>	Institutions in developing countries with total assets of US\$ 20,000,000.00 or less.	US\$1,000 per annum
<u>Category C</u>	Institutions in industrialized countries, international and regional institutions with total assets of US\$ 100,000,000.00.	US\$1,500 per annum

The subscriptions be regarded as minimum subscriptions, and that institutions with total assets exceeding the basic figures be invited to increase their subscription to reflect the increase of their total assets above the basic figures.

Letter to the Treasurer
of the Scheme

Mr. Moncef Mazoui,
Directeur Général Adjoint
Société Tunisienne de Banque
Tunis

In response to the letter of 10 December 1975 from the President of the Management Committee, Scheme for the Exchange of Information on Industrial Projects in Developing Countries among Industrial Development Financing Institutions, I am pleased to confirm that my institution has made arrangements to transfer the equivalent of US\$ _____ to your Paris branch office:

Société Tunisienne de Banque,
9, rue des Pyramides
75001 - Paris/France
Project Information Fund (PIF)
Account No.: 2.107.34.813

on _____, being our subscription to the Fund in accordance with the proposals approved by the Special Plenary Session during the 5th and 6th Bankers Meeting in Tunis on 26 June 1974 and in Caracas on 3 July 1975. The standard subscription is: US\$ _____.

I am sending a copy of this letter to the officer-in-charge for the Scheme at United Nations Industrial Development Organization (UNIDO), P.O.Box 400, A-1400 Vienna, Austria, for information.

cc: Officer-in-charge
at UNIDO,
Ref.: TS 8032/13



